

Message Text

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PAGE 01 MOSCOW 05828 251840Z

64

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 251554Z APR 75
FM AMEMBASSY MOSCOW
TO SECSTATE WASHDC 9656
INFO USDOC WASHDC

LIMITED OFFICIAL USE MOSCOW 5828

E.O. 11652: N/A

TAGS: ETRD, EIND, EEWT, UR, US

SUBJECT: SOVIET NEGOTIATIONS WITH INTERNATIONAL PAPER

USDOC FOR BEWT/TERLIZZI

1. DURING APRIL 25 MEETING ARRANGED TO DISCUSS UPCOMING PULP/PAPER SEMINAR, PROMMASHIMPORT VICE PRESIDENT RAKHIMBAYEV INFORMED COMATT THAT APRIL 21-24 DISCUSSIONS OF PROPOSED YENESEISK PULP/PAPER PROJECT WITH REPRESENTATIVES OF INTERNATIONAL PAPER HAD GONE "POORLY." CONTINUING IN THIS VEIN, RAKHIMBAYEV SAID IP WOULD HAVE TO "COME DOWN FROM THE CLOUDS" IF IT EXPECTED TO REACH AN AGREEMENT WITH THE USSR. ALTHOUGH RAKHIMBAYEV DID NOT GO INTO DETAILS ON AREAS OF DISAGREEMENT, HE IMPLIED THAT IP WAS PLACING WHAT SOVIETS REGARDED AS OUTRAGEOUS PRICE ON ITS TECHNOLOGY AND EXPERTISE WHICH WOULD BE TRANSFERRED IN CONNECTION WITH THIS PROJECT.

2. COMMENT: SINCE IP REPS DID NOT CALL AT COMMOFF, WE ARE NOT IN POSITION TO EVALUATE RAKHIMBAYEV'S STATEMENTS, ASIDE FROM NOTING THAT THEY REFLECTED FAMILIAR SOVIET RELUCTANCE TO PAY FOR WHAT THEY REGARD AS MANUFACTURING "KNOW-HOW." WE ASSUME THAT BEWT/TDAD WILL BE IN TOUCH WITH IP AND WE WOULD WELCOME ANY INFORMATION WHICH CAN BE OBTAINED ON COMPANY'S VIEW OF STATE OF PLAY. IT WOULD ALSO BE USEFUL IF BEWT/TDAD COULD SUGGEST TO IP REPS THAT THEY PLAN TO CALL AT COMMOFF DURING THEIR NEXT VISIT TO MOSCOW.
STOESSEL

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NNN

Message Attributes

Automatic Decaptioning: X
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Draft Date: 25 APR 1975
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Disposition Authority: greeneet
Disposition Case Number: n/a
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Margaret P. Grafeld
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